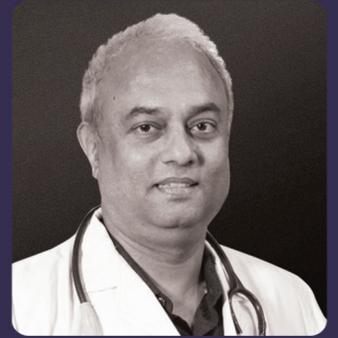
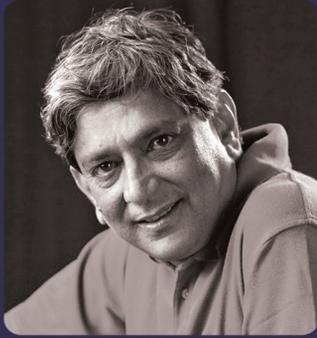
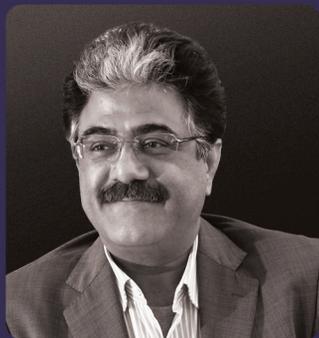


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INSPIRING LEADERS





OVERVIEW

Exemplary performers and game changers

We have all heard about various success stories throughout the years and seen people achieve numerous feats across the globe. However, one of the major aspects to these achievements is most often looked over or just glanced at briefly. This is none other than the sheer hard work, patience, vision, and passion put in by these successful visionaries that form the sturdy foundations for tomorrow. These are the leaders who actually create an impact on the society in every sense.

This issue looks at some of these "Inspiring Leaders" who have innovated in the face of adversities, adapted to challenges and encouraged others with their insights. These are people who have forged ahead no matter the circumstance to build India and its citizens and prepare them for a flourishing future. In these pages, you will find more about what it takes to truly emerge as a leader and pave the paths for others as well.

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Dr. Sudhir Waghmare

Innovation Knows No Bounds



The founder of Shreeyash Electro Medicals has been creating unique inventions that have truly transformed and touched numerous lives

They say a unique approach and out of the box thinking can work wonders, and the founder of Shreeyash Electro Medicals is a living example of this. "It is a great idea that gives birth to an innovation, not necessarily higher educational degrees", Dr. Sudhir Waghmare resolutely affirms as he paves the way to an "Atmanirbhar Bharat" in the medical sphere with his ingenious innovations that are revolutionising healthcare technology in India.

Dr. Waghmare's journey to establishing Shreeyash Electro Medicals started from scratch in a manner of speaking. He grew up in a middle-class family with a dream

LIFE CHANGING INVENTIONS

Where imported ventilators can be up there in costs, ranging from anywhere between Rs. 12 to 14 lakh, the ventilator created by Dr. Sudhir Waghmare costs 70% less. It can be used in both invasive and non-invasive modes in addition to being set to an 'automatic ventilation' mode which allows doctors to control both the pressure needed by a patient and the volume of air it delivers which further ensures the safety of unattended patients. It is comprised of features such as BiPAP, HFNC and CPAP with Pressure support mode with apnea ventilation. It operates on compressed air and oxygen supply. Any type of lung diseases can also be treated and is being used as a regular ICU ventilator in most hospitals across the country. The device is also one that is built-in-India and has been certified with a European CE (Conformité Européenne) mark, along with IEC and several other government certifications including one from the Central Drugs Control Organization.



Dr. Sudhir Waghmare, Founder, Shreeyash Electro Medicals

to become an engineer. He got into a good engineering college but failed to get his preferred specialisation. He then decided to wait it out for a year to apply for his desired specialisation and enrolled in a B.Com degree course. And, it was during the time when he was teaching himself the basics of engineering that he realised that he was a born innovator which led him to successfully build an electric heating pad in 1983 which ushered him to become an entrepreneur in 1985.

Having no formal degree in the medical field, it was his passion to create that guided him to create a niche in producing mechanical ventilation devices. With extensive research, in 2001, he built a Bubble CPAP, a non-invasive ventilation device for new-born babies with infant respiratory distress syndrome (IRDS). He then invented a paediatric and neonatal ventilator in the year 2004 before going on to build an advanced high-frequency oscillating ventilator for babies in 2006.

Under the leadership of Dr. Waghmare, Shreyash Electro Medicals also developed their own worldwide patented product “Kimie” a fully automatic and portable human milk pasteurizer.

Having started from a small workshop in a shed located at his residence, Dr. Waghmare’s pioneering vision powered by his hard work and dedication paid off as he was later conferred the Honorary Degree of PhD for New Born Life Saving Devices from Camdon University of Delaware, USA in 2010.

Dr. Waghmare’s trailblazing doesn’t end here. He continues to raise benchmarks and inspire many people to be entrepreneurs in the medical supply field. He has spearheaded projects focusing on proving medical aid for infants and created devices for the same.

With the COVID-19 pandemic, however, he was driven to bring forth his all-round expertise to further create an advanced ventilator for adults. With the ongoing global crisis came a shortage of ventilators due to the increase in demand for the same. In order to resolve this crisis, Dr. Waghmare formulated a solution and presented it in June 2020 while participating in the #Innovate2BeatCOVID Grand Challenge that was initiated by Marico Innovation Foundation.

The open challenge to manufacturers was launched to draw out visionary inventors who would marshal the way for India to become “Atmanirbhar”, especially in the medical field. They say when the going



gets tough, the tough gets going and Dr. Waghmare exemplified that adage on this platform at a critical phase for mankind.

Under the guidance of Dr. Sudhir, Shreyash Electro Medicals designed an indigenous ventilator, for both adults and infants, which is on par with high-end imported ventilators. After a lot of technical and clinical evaluation of the ventilator, it was spotlighted as one of the best ventilators in India. For this, he was then awarded a grant by Marico Innovation Foundation to enhance ventilator production.

Dr. Sudhir’s accomplishments have been recognised on various platforms over the years and these are an affirmation of the extent to which he has made a difference to millions of lives. These include accolades such as being conferred with

QUALITY CONSCIOUS APPROACH

Shreyash Electro Medicals is synonymous with life-saving equipment, having played a significant role Pan-India in this regard over the last three decades. The company’s expertise in manufacturing has led to the formation of a wide range of ventilation products. These have been conceptualised, created and offered in line as per a varied range of end-user needs and resultant specifications, to meet the myriad requisites of customers. A focus on quality coupled with adherence to the highest standards along with premium input materials is the key to the manufacturing operation. World-class infrastructure, a modern manufacturing facility in Pune - an ISO 13485 certified premises – combined with a team of experienced and skilled professionals makes it a perfect formula for success.

the Best Ventilator Award in 2020 by Marico Foundation, and later receiving an award by the Times Group for Innovation and the Parke Award.



Shreyash SW21



Jeevak Warmer



Shreyash 900

Hitesh Jain: Visionary's Focused Approach Drives Growth

The Managing Director of Thar Interior Designers effectively balances aesthetics and functionality while designing office spaces while simultaneously empowering his team by instilling a sense of ownership in them

When many of the leading multinational brands compare their offices worldwide, the interiors of their workspaces in India are appreciated as being on par with the rest across the globe, if not even better. The credit for shaping this perception largely goes to Hitesh Jain, Managing Director of Thar Interior Designers. Describing this as his firm's 'little contribution' towards helping India make the transition to a new-age, modern destination for top notch corporations, Jain believes in letting his work speak for itself. Little wonder that Thar Interior Designers has been appreciated by clients and experts alike over the decades, winning awards and gaining acclaim in various forums.

Most attribute the firm's success to the fact that it is helmed by an astute leader who has mastered the knack of conceptualising and creating dazzling spaces that focus on the 'wow' factor as well as catering to the specific needs of those who work in it,



● Hitesh Jain, Managing Director, Thar Interior Designers

TAKING THE LEGACY FORWARD

Since childhood, Hitesh Jain has always idolised his father. Displaying a talent for creativity and design at a very young age, he even mastered software like Autocad while in school. He was fascinated by the creative aspects of the profession and made up his mind to one day join the family business and take it to even greater heights. After completing a project management & interior design course, he joined the firm in 2004, much to his father's delight. With two generations together, Thar Interior Designers has gone from strength to strength. He attributes his ability to understand client needs and design bespoke interiors entirely to the 'hands-on' training and insights received while accompanying his father on visits during the formative years.

day in and day out. Positioning the firm as a comprehensive, one-stop office design powerhouse dedicated to the office spaces segment, Jain offers end-to-end services by which the firm becomes a single point contact for all client needs.

"At Thar Interior Designers we have consciously decided to remain focused on our core specialisation rather than take on any and every assignment. We understand the importance of a classy looking office as well as designing commercial spaces for higher productivity so that they are the equivalent of the best in any part of the world. The much-needed combination of experience and expertise; combined with an ability to empathise with everyone occupying that workspace, be it the CEO or those reporting to him, and providing spaces in sync with their myriad requirements, is what sets us apart. In many instances, we have effectively provided in-depth solutions that actually resolved problems faced by those very occupants in previous offices," Jain emphasises.

Crediting his father Malchand Jain, Chairman, who founded the firm in 1993 for creating a smoothly functioning organisation as well as being a font of wisdom and advice, he looks up to him for guidance even now whenever the situation requires. "My father has worked in this field for 20 years with reputed architects, consultants and project management consultants in Bangalore. Quality is his passion; a planned and systematic approach his habit. He has a deep rooted experience in handling time bound turnkey projects and has also received appreciation mementos from former Prime Minister HD Deve Gowda and Flowserve India MD," Jain shares with pride.

In addition to a passion for understanding and implementing latest technology and advancements in data networking, HVAC, electrical, acoustics and security solutions, the MD of Thar Interior Designers is an avid reader of books. He is also fond of travel and dotes on his family, preferring to spend time with them. Displaying a characteristic



● Malchand Jain receives an award from former Prime Minister HD Deve Gowda

calm yet enthusiastic demeanour when it comes to his management responsibilities, the MD of Thar Interior Designers has also been hailed for one more aspect: Giving ample importance to the human resource.

Actively motivating the team, Jain has inspired them to raise the bar further by inspiring loyalty rather than demanding it. "Since the past few years, we have taken this endeavour up another notch by giving stock options to all members of the team, thereby instilling a sense of ownership in them. It is a win-win for everyone, because our people feel truly valued by us, and since this makes them feel empowered,

they in turn give top priority to our clients and their projects," he points out.

Underlining the fact that there are no challenges or obstacles to be concerned about, just a learning process that continues all through life, Jain has set his sights on the future, geared up for exploring new technologies and opportunities while a roster of satisfied clients keeps returning to Thar Interior Designers as and when they expand or take on additional office space.

www.tharinteriors.com

PORTFOLIO STUDED WITH PRESTIGIOUS CLIENTS

Thar Interior Designers has been providing turnkey design and build solutions while creating inspiring and innovative office spaces over two and a half decades. The firm has a presence in Bengaluru, Hyderabad, Chennai, Kochi, Trivandrum, Amravati and Pune. They have crafted customised spaces for top international brands and national giants, with an impressive clientele that includes Louis Vuitton, Magnitude Software, Pixel Software, Newt Global Software, Nestle, Sasken Communications Ltd, Texas Instruments, The German Embassy like ISRO, Reserve Bank Of India, IIM Ahmedabad, Taj Residency, Flipkart, Infosys, Ocean Sparay, TD Power Systems, HDCC Ltd, Flowserve India, GVR Infra, Venture Factory, Ranbaxy, Manipal Hospitals, Nutanix Inc, Centina Systems, Concurrent Technologies and Vanu India.



Chanchal Soni

Creative Concepts for a Greener Future



With an entrepreneurial spirit and a hunger to achieve more, his endeavours have not only benefitted him but the planet as well

With soaring temperatures and glaciers melting due to the effects of global warming, it is vital to find a way to come up with a way of living and find products that help reduce the adverse effects of climate changes. That too without compromising and making major lifestyle changes and the smartest way to acquire that is by making the switch to renewable resources for everything. India is already taking the necessary initiatives for the same creating sustainable alternatives for everyday needs. Echoing this idea, Chanchal Soni has built a name for himself among the list of pioneering Indian entrepreneurs by changing the idea of fuel.

Hailing from Ratlam, Madhya Pradesh, Soni always aspired to manifest his dreams into reality which led him to the finance capital of the state - Indore. He says, "I remember, even as a kid, I wanted to do something different and unique. Our family wasn't very well off, and traditional businesses weren't for me. I started a new chapter of my life in Indore. I explored and pondered upon many businesses, but what met my expectations and aspirations was biofuel."

In 2016, Soni first embarked upon his journey of creating biofuel, which was supported

by two prime questions - first, why should India depend on other nations for its crude oil needs? And second, what can be done to decrease our country's carbon footprint? These acted as an incentive to his passion which led him to create AMX Biodiesel as an answer to the same.

Shifting his base from Ratlam to Indore wasn't easy as he had a family to support and this choice meant starting afresh. He shares, "Starting a business involves risks and capital. I was ready to take on the risks but the capital amount was still something I had to figure. So, I took another step towards my dream and took a job in an MNC. It was an important step towards my mission as I had a family to support and capital to build."

When he delved into his venture, coincidentally at the time, the Government of India was trying to promote the biodiesel industry. In the initial days of AMX Biodiesel, the company only supplied biofuel to the business. He recalls, "We weren't ready to deliver our product to end consumers back



PLANNING AHEAD

In the few years of working for an MNC, Chanchal Soni was steadily moving towards realising his dreams. He started by buying business licenses from his savings and with his exceptional performance at work, soon enough, he had garnered sufficient capital to invest in his project. In fact, by this time he was ready to resign from the MNC, where he held a prominent position. Opening up about the same, he says that sometimes in life one must believe in themselves, chase their dreams and take the leap of faith, "It wasn't easy resigning from such a reputed post. But, sometimes we have to take the call. It was my call and, I had to take that leap. I had to choose between what I had and what I wanted."

● Chanchal Soni, AMX Biodiesel

then. But our research and development never halted, and today we make the best and Grade A quality products which are certified by the Government of India.”

After consistent efforts, today over 280 biofuel pumps are spread across the states of Madhya Pradesh, Chhattisgarh, Maharashtra, Gujarat, Uttar Pradesh, Bihar, Haryana, Rajasthan and Delhi-NCR. The plant that initially had a capacity of 2 tons is now churning 500 tons of biofuel.

Soni explains that biofuel is a product that is extremely beneficial for the transportation industry irrespective of its country and is something that is not limited to a particular vehicle. The product will help ease the economic nightmares caused by skyrocketing rates of petrol and diesel as a hike in fuel rates more often than not correlate to the inflation going up. To overcome the situation biofuel is a great tool, being as it is touted to be the ‘future of the fuel’ and is an option to save money while extending the engine life of the vehicle.

Soni elucidates, “We use high-grade feedstock to create high-quality biofuel. This high-grade feedstock then goes



under the process of being converted into clean green fuel. In the plant, a reaction called transesterification of the seed oil is carried out, with methanol as a catalyst. Further, a separating funnel is used for the separation of glycerol from the compound to obtain biodiesel. Then a hot water wash ensures that the biofuel is free of KOH and therefore pure enough to use. We ensure all the precautions during the process as it is an extremely tedious one”.

AMX Biodiesel is certainly staying true to its innovator position in the industry and is continuously creating even more sustainable fuel options. The company has now started recycling cooking oil into biofuel for vehicles.

Soni has been the only one spearheading the company and is the sole proprietor of AMX Biodiesel, and does not wish to get into any partnerships along the way. Stating his reason he says, “I don’t believe in partnerships and I was very sure about this from the beginning. If you dare to dream big, then the responsibility to make them come true is also solely yours, along with the work and efforts it requires.” He says that his steadfast drive to deal with all the obstacles that came in his way is thanks to his family who he avers had unwavering faith in him.

However, like a true leader, he ensures to credit his team for their efforts as he emphasizes that it is due to their incredible

work that has made AMX Biodiesel what it is today. Soni has also been awarded various awards and accolades for his entrepreneurship, skills and vision on many occasions. He humbly asserts, “All these awards belong to my team as, without them, we can’t produce even a single ounce of biofuel.”

CREATING AWARENESS

With the easy availability of petrol and diesel across the country and lack of awareness of green fuel, it was a tough route to pave. But with perseverance, dedication, innovation, and constant efforts the company achieved great results. In the initial stages, most people weren’t aware of a product such as biofuel existing in the market. So the company began marketing their product to the masses and made them understand the benefits of using green fuel and its impact on the environment. “We’ve worked tirelessly to bring to our people a beneficial and innovative biofuel which is non-flammable. It is about 15-20% cheaper as compared to petrol or diesel. And the best part is that it reduces the carbon footprint by a whopping 80%. So it is cheaper, cleaner, and safer,” says Chanchal Soni.



Dr Subodh Varshney

Transforming the Healthcare Space

An impressive track record studded with achievements, expertise and a vision to truly impact numerous lives put this noteworthy pioneer in a league of his own

“Successful people are just those with successful habits.” This quote by Bryan Tracy perfectly captures the success story of Dr. Subodh Varshney. The first doctor to perform a successful liver transplant in Central India, Dr. Varshney also established the treatment of radiofrequency ablation for liver cancers in the country. Moreover, he was also the first to start Bariatrics, Endoscopic Ultrasound and GI Physiology Lab in Madhya Pradesh as well. Apart from this, he established a super-speciality hospital post which he is launching a pharmaceutical unit in Uganda along with an Active Pharmaceutical Ingredient (API) at Indore. These are only but a few examples of the feats that render him a pioneer in the field.

Post completing his diploma in GI Surgery from Strasbourg, France, Dr. Varshney later enrolled in an FRCS program in the UK, which included training in liver transplantation. He additionally earned fellowships in ivy-league colleges in the USA and UK post which he decided to return to India.

Dr. Varshney then came back to Bhopal in 2000 and started working at BHMRC where he developed a private practice sharing (PPS) business model to ensure efficient paramedical services, the opportunity to research, teach and ensure a proper remuneration for doctors.

Striding forward, building upon the striking success of the project, today, Dr. Varshney handles a number of responsibilities as the Medical Director of Siddhanta Red Cross Super-speciality Hospital. He aims to provide quality medical solutions and has, therefore, established a partnership firm, Siddhanta Red Cross Super-speciality Hospital, which is responsible for hospital services. And this is only but the beginning of his



● Dr Subodh Varshney

ingenious initiatives that he hopes to lead into the future. He firmly affirms, “I believe in leading beyond the bottom line. The satisfaction of the patients is of utmost importance. Another factor is our contribution to society. I’ll consider myself fortunate if I can provide quality medical care at an affordable price.”

Furthermore, Dr. Varshney has been showcasing his all-round expertise through the years. He acquired a graduate diploma in Hospital and Healthcare Management from Symbiosis in Pune.

He has also been involved with several charitable organisations and is the Founder Secretary of IASGO Academy, which is also an educational NGO. These endeavours have led him to be conferred with the “Most Compassionate Doctor Award” in 2016. Through these creative undertakings, he hopes to channel a profound message to budding doctors, “Never take the medical profession as a profession rather perceive it as a hobby.”

With over 200,000 OPDs and over 18,000 surgeries, the healthcare leader

A RECOGNISED LEADER

Highlighting his list of accomplishments, Dr. Varshney received an oration from the Association of Colorectal Surgeons of India in 2013. He continued the streak, in 2015, he was awarded the Innovative Start-Up of the year by Six Sigma Healthcare Private Limited. To add to these, Dr. Varshney also has various publications in international journals and more than 150 presentations all over the world. He has written 16 chapters in various textbooks. That’s not all; he has also received three orations from the Association Surgeons of India. He has been invited as a faculty in various national and international conferences and CMEs. He has been the principal investigator and co-investigator in many molecular researches. He was also a member of the NEET exam committee which has revolutionized medical entrance exams in India. He is also the founder secretary of the academic NGO, IASGO Academy which brings forth educational web portals for flexible training of doctors in practice in the field of surgical Gastroenterology. Moreover, He is especially involved in mass screening, awareness and treatment of Hepatiri Band C, liver transplant and obesity.

has helped not just Bhopal, but even Madhya Pradesh attain ground-breaking accomplishments in healthcare services. It is his hard work that led to the state getting its first department of gastrointestinal (GI) surgery, maiden endoscopic ultrasound and GI physiology lab, and first super-speciality post-graduate training centre.

Besides this, in November 2016, Dr. Varshney led the team that performed the first liver transplant in central India. He also performed the first radiofrequency ablation of liver tumour in India and the first case of percutaneous radiofrequency ablation of cholangiocarcinoma in the world.

Dr. Varshney has unequivocally shown that he is a multifaceted personality. Plus, he has been accredited several prestigious honours as well. He was awarded the “Har Govind International Travelling Fellowship of the Association of Colorectal Surgeons of India” for the year 2009. This was a four weeks fellowship program at Birmingham, UK, in advance colorectal surgery. He was also conferred with the MNAMS (G.I Surgery) by the “National Academy of Medical Sciences” in 2005 and recognised with the “Ethicon Visiting Professorship of the Association of Colorectal Surgeons of India” for the year 2007.



Dr. Varshney was also recognised as ‘Rashtriya Ratan’ by the Institute of Economic Studies while the Indian Society for Intellectual and Industrial Development conferred him with the ‘Rashtriya Summan Puraskar’ in 2006. In the following year, the Indian Organisation for Business Research and Development awarded him the ‘Rashtriya Vikas Ratan Gold’. In 2009, he received the ‘Avantika Dhanvantri Seva’ honour, and he also won the International Medical Excellence Award in the year 2011.

Despite such stellar achievements, Dr. Varshney has been a symbol of humility. He is a firm believer in giving back to society and has continuously been serving the Bhopal Gas Tragedy victims for over a decade now. He has regularly organised free medical camps for the poor and has volunteered for the Van Bandhu Parishad, which runs Eklavya schools in tribal villages, and is an active philanthropic work as an active Rotarian and Mason.



STRIKING A BALANCE

Dr. Varshney has displayed his signature winning attitude ever since his early days when he bagged several prizes and medals. When in school, he participated in various cultural activities and was an active sportsman as well. He has also represented Campion School, Bhopal in Badminton at the state level and represented his college at the national level. In 1982, he got into the prestigious Gandhi Medical College in Bhopal. Dr. Varshney also won the Dr. Kak Gold Medal for the Best All-Rounder in Sports, Arts and Academics thereby, setting a record that nobody at the institution has been able to accomplish since the past 65 years. Drawing his visionary mind-set through these experiences, he avers, “When you play, you learn how to accept defeat. It teaches you lessons in teamwork and management. Playing is all about creating balance in your life”.

Zarine Manchanda

Expanding an Impactful Empire



With her eyes set on bigger and better things, this young businesswoman is all set to make an even bigger impression on the world

They say that first impressions matter a lot when it comes to making a lasting impact, and Zarine Manchanda makes a compelling case in terms of making a lasting impression. It is instantly evident that the talented young entrepreneur is someone who speaks with honesty and is passionate about her endeavours. It is indeed commendable that she has not only managed to successfully launch and manage three businesses but also a non-profit charity, and is overseeing and handling everything efficiently. She is a visionary, driven by ambition, who has set goals to ensure global acclaim. This has been achieved through an impressive marketing and branding campaign that has captured the attention of multiple news outlets and publications throughout India, and even in Hollywood.

Coming from a prominent family in Himachal Pradesh, with her father being a politician and minister, as well as a successful businessman and hotelier, she grew up near Dharamshala and in Delhi with all the luxuries in life. Manchanda moved to Mumbai a few years ago where she first started with achieving her goal of becoming an actress. In a bid to make it on her own and be self-sufficient, she avoided using her father's legacy and instead took the challenges in her stride.

Her natural inclination to help the people through the political world led her to set up the Zarine Manchanda Foundation (www.ZarineManchandaFoundation.com) in 2018, at Aarey Colony to help those in need. With over 200 charity programs highlighted on her website, she has been able to inspire others to follow her lead and help more people.

She credits her passion for social work to her faith in the almighty, declaring that



● Zarine Manchanda

“The only voice I listen to is God’s. I know I am closest to him when I serve the poor, so I strive to bring proper intentions and good karmas in everything I do. This way I know my journey is blessed, and I know my businesses will grow to a worldwide platform the more I please God. I will pave the road to my empire in this way.”

The enterprising leader also heads her interior design company, Zarine Manchanda Interiors (www.ZarineManchandaInteriors.com). This firm has also designed another of Manchanda’s ventures, which is a simple yet ornate café in Versova, Andheri called Zarine Manchanda Café (www.ZarineManchandaCafe.com) that opened in October 2019.

Manchanda also managed to accomplish her major goal of becoming an actress by launching her very own production house called Zarine Manchanda Productions (www.ZarineManchandaProductions.com) in 2020. The firm was established in collaboration with Los Angeles based Lotus Entertainment Group, a Hollywood film production and talent management firm.

LOOKING FORWARD

Talking about her plans for the future, Manchanda affirms, “In 2021 and beyond, I want to expand each of these businesses and to push my boundaries as an actor, social worker, café owner and interior designer. As I make more money, I will always give 25% of my profits to my Foundation so that I can help the poor and follow God’s plan for me. This way I can be an inspirational role model, to make my family – and myself – proud.”

Kaka Koyate

Driving Exponential Change



His experience, guidance and hunger to learn have transformed Maharashtra State Federation of Co-operative Credit Society and enabled it to impact a tremendous number of people

For the last 13 years, Omprakash Dadappa, also known as Kaka Koyate, has been leading the prestigious Maharashtra State Federation of Co-operative Credit Society (MAFCOCS) as its President. With an impressive track record over the last 30 years, MAFCOCS has been the only working apex institution of 16,000 different Co-operative Credit Societies which comprise of Urban Co-operative and Rural Non-Agri Co-operative, Salaried Co-operative, Women Co-operative Credit Societies.



● Omprakash Dadappa, alias Kaka Koyate, President MAFCOCS



● Surekha Vijay Lawande Chief Executive Officer MAFCOCS

ESTABLISHING FUTURE CENTRIC NORMS

Under Kaka Koyate's guidance, Maharashtra State Federation of Co-op. Credit Society (MAFCOCS) has established an organisation called 'Sahakar Uddami', with Advocate Anjali Patil being the President of this organisation. The organisation works towards providing loans to businesswomen and women's self-help groups. Furthermore, MAFCOCS also launched a chain of retail shops called 'Co-Op-Shop' to aid the sales of the products manufactured with the help of the loans of 'Sahakar Uddami'. Taking it further to the digital market, MAFCOCS even launched an online portal named 'Co-Op-Shop World' to ensure that the products of these self-help groups are connected to online markets. 'Sahakar Uddami' is affiliated with the 'Sister Society' of the Association of Asian Confederation of Credit Unions (ACCU). It was due to this association that it was possible to connect the International Market to the products manufactured by these women self-help groups of Maharashtra.

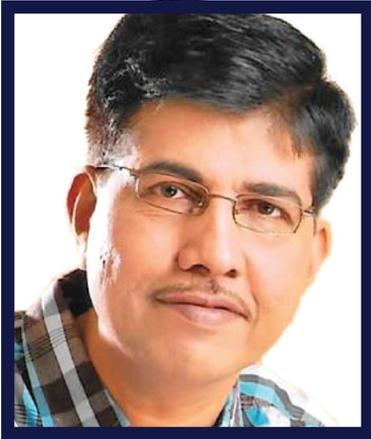
Its significance can be gauged by the fact that there are over 1.5 crore members, and more than 2.25 lakh officers and approximately 4.5 lakh employees in practice in the co-operative credit movement of Maharashtra. Over two lakh collect agents perform their daily duties in 50,000 branches of these 16,000 Co-operative Credit Societies and over two crore people in Maharashtra directly communicate with this Co-operative movement through two lakh daily collection agents daily. The Co-operative Credit Societies of Maharashtra have deposits of over Rs. 1 lakh crore and have distributed loans over Rs. 70,000 crores.

The major operating networks of these Co-operative Credit Societies mainly include the rural areas of Maharashtra. And these Co-operative Credit Societies also play a key role in associating the common citizens of the state's rural areas to the banking sector. The movement of the Co-operative Credit Society is providing banking facilities to the common people of rural areas, which was not possible for Nationalised or Co-operative banks.

It was MAFCOCS' vision to provide banking facilities to common people through advanced technology and the organisation has found immense success in bringing progressive technology like mobile banking, paperless banking, and voucher less banking, core banking, branchless banking and cloud banking in the Co-operative sector.

In addition, MAFCOCS also started the 'CIBIL SYSTEM' under the name of 'CRAS' to check the financial capacity of the debtors of India. In line with this, the Co-operative Credit Societies of Maharashtra have also initiated advanced systems like 'e-notice' and 'sure sell-sure payment'.

Similar to how Nationalised Banks have insurance protection, the 'Asset Reconstruction Company' was conceptualised to take over the outstanding loans of the banks which are in crisis. On the same basis, with the permission of the Co-operative Department, MAFCOCS started the 'Stabilization and Liquidity Base Protection Fund' scheme under its guidance. The Co-operative Department of Maharashtra has received the proposal



● Dr Shantilal Tejmal Shingi
Secretary General



● Rajudas Laxmanrao Jadhav
Karyadhaksh



● Dadarao Bhaurao Tupkar
Treasurer

to provide the same scheme to the Co-operative Credit Societies of Maharashtra based on 'Stabilization and Liquidity Base Fund'.

Due to this scheme, 75 to 95% of deposits from the depositors would be protected. On the state level, the work of the recovery of loans is also undertaken by MAFCOCS. Further, MAFCOCS has also established a system to ensure easy recovery certificates under the 'Maharashtra Co-operative Company Act 1960 - Article 101'. Under this, the recovery certificates are issued in order to systematically recover the loans from the debtors. MAFCOCS' recovery officers have the authority to recover loans by the Maharashtra Co-operative Company Act. 1960 - Article 156.

Apart from handling and leading these

responsibilities, Dadappa is also heading the Samata Co-operative Credit Society as the Chairman. Samata, which is the leading Co-operative Credit Society of Maharashtra, has Jurisdiction in the entire state of Maharashtra along with a business spanning over Rs. 1000 crore. Moreover, Dadappa is also the sole representative of all the Co-operative Credit Societies of India in the 'Association of Asian Confederation of Credit Unions' (ACCU) which is the International Organisation of Co-operative Credit Societies of Asia.

For Dadappa, learning is continuous and he also believes and keeps on striving to bring the latest technologies, methods and processes of Co-operative Credit Societies of the developed countries to India. For this, he has attended various international training sessions

in Thailand, Singapore, Malaysia, South Korea, Philippines, Indonesia, Nepal and Sri Lanka, organised by ACCU. Additionally, he has organised two international conferences which saw the attendance of 10,000 to 12,000 representatives from International Co-operative Credit Societies. These included representatives from about 12 to 14 countries who were in attendance.

LEARNING NEVER STOPS

Under Kaka Koyate's leadership, MAFCOCS too is now a government recognised training institution. Through this institution, training is given to the Directors, Officers, Employees and Members of the Co-operative Credit Societies. The training facility is set up in Shirdi's Training Centre along with other district training centres of Maharashtra. The training centre at Shirdi includes air-conditioned accommodation facilities, 160 representatives and two huge air-conditioned training halls where 400 representatives can be trained. It also serves as a Research Centre for different areas which are useful to the co-operative sector as well. Shortly, the training centre will also include a massive library at par with international levels. The aim is to make all the books of the world on the co-operative sector easily available in one place.



● Sudarshan Ambadas Bhalerao
Upkayadhaksh



● Anjali Gopal Patil
President, Sahakar Udyami

Anirudh Juvekar

Striking a New Path



Having established his service provider organisation ahead of the times, he has not only built a successful firm but even managed to set up much-needed business models in the industry

One of the biggest hallmarks of success is the ability to adapt to the changing markets and their dynamic demands. Innovation through improvisation is a vital factor to be able to deliver quality products and services while also establishing a name for starters. Change is inevitable and those who adapt to change always excel in any field they may be in. A shining example of such a success story is that of the first generation businessman Anirudh Juvekar, the CEO of Cleantech Services and Workforce.

The global business landscape has been witnessing tremendous change over the last few years. Recognising this, Juvekar also adapted the age-old concept of the manual cleaning processes to a mechanised process. The MBA - HR and Marketing

BUILDING A TRUSTED NAME

In the year 2006, a new agency was unveiled under the banner name of Cleantech Services and Workforce. At present, this agency's geographical presence is responsible for creating new job opportunities in remote areas. The agency has also taken various measures to ensure that the staff is provided with a safe and long term social security. Moreover, the organisation's adherence to following quality systems and government rules is reflected in the firm getting the following certifications - ISO 9001:2015 - Quality Management Systems Certification, the ENISO 14001:2015 - Environment Management Systems, and the OHSAS 45001:2018 - Occupational Health And Safety Management Systems. The agency has also got an NSIC – CRISIL (CRISIL SME 3*) performance and Credit Rating in order to create more confidence among their bankers and develop a financial stable and working module.



● Anirudh Juvekar, CEO, Cleantech Services and Workforce

degree holder's insightful planning, in turn led to the central India based firm being recognised today as a prominent Facility Management Service provider in Raipur, Chhattisgarh.

Starting his journey in the year 1998, Juvekar ventured into the Housekeeping and Facility Management Services industry. This was during a time when there were very few operators and an added hindrance in the form of acceptance of the business model. But he launched his agency and went ahead, and today the firm boasts of having provided employment opportunities to more than 41,000 people with their respective social security. Moreover, the firm has also ensured that these employees not only earn respect, but recognition as well.

Since its inception, Cleantech has catered to a varied number of industries and businesses with an impressive success rate that has also resulted in establishing business relationships that go back about 15 years. Juvekar insists that most of this success was possible due to the core team consisting of his staff and manpower support from day one. The company's efforts have also brought in awards and recognition at the India SME 100 Awards (2018-19) as well as the EOTY Unique Business Awards - 2017.

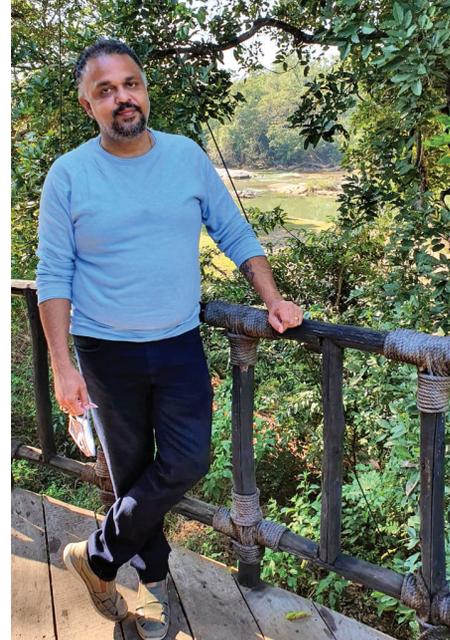
As an agency providing Facility Management Services, Cleantech has accumulated an impressive list of esteemed and reputed clientele based mainly in the Chhattisgarh, Madhya Pradesh, Orissa and Maharashtra regions. Even though Cleantech has

amassed a large reach and a vast portfolio of clients all over, Juvekar has continued to remain loyal to his home turf Chhattisgarh.

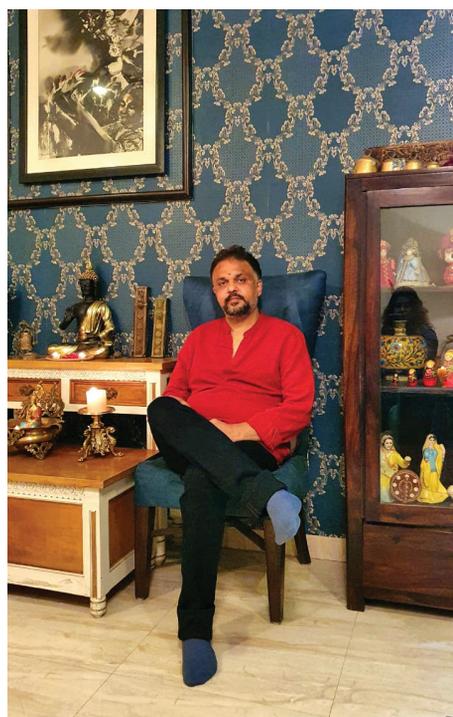
While his love for travel is well-known and the experience of having visited over 25 countries makes him a true globe-trotter, Juvekar has also retained ties to his roots. He has a solid base in Raipur, from where he even completed his schooling and college education. His firm Cleantech's presence has been so prominent in Chhattisgarh, that the agency has singlehandedly managed to deliver quality Housekeeping and Facility Services to high profile industries in the Chhattisgarh state.

Some of the noteworthy assignments include Chhattisgarh State's First Secretariat, First Legislative Assembly, First POC (Presiding Officers Conference), First Shopping Mall (Raipur - City Mall 36), First Multiplex (Inox Leisure Ltd), Chhattisgarh And Central India's First NABH Accredited Hospital (Ramkrishna Care), Chhattisgarh State's First Private University (MATS University), First International Cricket Event (IPL And CPL And RSWS), First Mega Event (KBC 2014), Chhattisgarh State organised National Youth Festival 2016, as well as several programs of government dignitaries like the President of India and the Prime Minister of India.

Juvekar believes that the strength and skills needed for any job to be successful lies with the staff and the availability of the right resources with core strength of training. Apart from this, the recognition by the society also acts as a catalyst in driving this growth. He



affirms that it is also important to be honest and truthful as well as to continue learning in order to be relevant amidst the changing times. He believes that it is also important to share your success and experiences as different challenges will always be there and one cannot escape from them. So his philosophy is that it is vital to work hard; just do that on a sustained basis and everything else will fall into place. Summing up his journey, Juvekar affirms, "Lastly, I want to attribute this success to my mother Vijaya Juvekar and wife Vasundhara Juvekar, both of whom have always stood by me all through the lows and challenges of life, and to my two wonderful loving sons Aadi and Anant. I want to continue the legacy of my late father Prakash Juvekar who was always notably humble and warm to everyone in every phase of life."



REPUTATION AND RANGE

Cleantech Services provides a variety of cleaning services and has amassed a respectable reputation for excellence. These services include Payroll Outsourcing; House Keeping and Janitorial Services with Façade Cleaning; Mechanised Sweeping; Office Support Services; Pantry Services and Guest House Operations; Facility management services; Cleaning and Shampooing of Carpet/Upholstery/Sofa Sets and Cushioned Chairs; Cleaning of Storm Water Drains and Sewers; Waste Management (Hazardous/Medical/Municipal); Cleaning of Water Storage Tanks – Under Ground and Overhead; Attendants to patients and helpers to Laboratories, X-Ray departments, Biomedical department; Physiotherapy and other medical services; Facility management services (Provision of technical manpower like Technical Supervisors, Electricians, Plumbers, STP Operators, DG Operators, Lift Operator and Fire Technician); and Linen Management. Most of these responsibilities are handled by professional management students along with the firm's promoter V Juvekar. She has been a part of this industry for the last 17 years and dedicatedly worked towards establishing the present business model and building client relationships.

Vineed Raj Pillai: A resilient leader - redefining leadership



This multi-talented veteran's endeavours and his rich experience have enabled the development of KJS Group, a noteworthy venture that has given impetus to his own growth and that of the industry as well

In India, Vineed Raj Pillai has set a benchmark and hallmarked his expertise as an industry veteran who is currently heading the commercial and business development of steel and power division, the concrete division, iron ore business where his professional and technical skills in those segments remain unmatched. Having graduated from MSM College with a diploma in computer application in Kerala and schooling from Kendriya Vidyalaya, Sarsawa, Saharanpur a district in Uttar Pradesh, he has come long way to prove his mettle in the industry.

Pillai has a rich experience spanning close to two decades. He has established highly



● Vineed Raj Pillai, KJS Group

OVERCOMING MULTIPLE CHALLENGES WITH ÉLAN

Like every business, there were quite a few challenges that were faced to build KJS Concrete into what it is today. To overcome the same was not an easy task. In fact, Pillai avers that it was difficult to get through to the market when it came to bringing forth optimum standards and qualities of good concrete products which can be manufactured through automation and to avail the best technologies across the globe. Due to his ability to conquer these hurdles, he is considered to be a trendsetter in Indian market when it comes to setting the price pattern for a decade in concrete industry and within a short span of time he has earned the same fame when it comes to forecasting of the prices of steel and iron ore prices in India and proved that his analytical skills to judge market and trends are way forward than some of the experienced leader of the market. Today his hardcore negotiation skill keeps him apart from everyone when it comes to purchase, sales or anything related to a business.

productive stints at renowned names in the industry both, nationally as well as internationally. He has not only shown his competency with his association with the KJS group since 2011 but also during this phase, paved its way to an upward orbit. At KJS Group, his pioneering vision and endeavours have rendered him a trailblazer in the truest sense.

He is presently heading the commercial and business development portfolio of approximately Rs.1200 crore (USD-160 million) annually and managing a strength of 1500 people (approximately), which includes the steel and power, concrete division, iron ore business and logistic park development. Among these, the concrete division is distinctive and boasts of being

the biggest and fully automatic single-line concrete products manufacturing facility in the country.

Pillai has been at the helm of developing and leading the firm to its current success. Under his guidance, KJS Concrete has not just accomplished stellar feats but has also been able to establish and expand its business operations. From the concept stage to financials, business development, branding and feasibility of new projects, he is actively involved in all the aspects of the projects through which he has showcased his mastery as well as his all-round proficiency.

He is a thought leader, subject expert and industry veteran when it comes to manufacturing of concrete and related products, especially with German machines, plants and equipment's. In India, his professional, as well as technical skills in this segment remain unmatched.

An added edge that he brings to the table is his competence to deal with the latest equipment and technologies across the globe, an innovative thought process that in turn takes businesses to new heights.

One such instance that stands out is when Pillai had pioneered the Grey-to-green revolution that comprised of 100% utilisation of fly ash to the best of its worth for making bricks and related concrete products that are on par with the international quality and standards. He firmly affirms, "It is nothing but the systems, quality and keeping up the pace with industry and market insights that catapult you to the top as a leader across all the sectors and emerge as a top brand".

Pillai has handled various responsibilities over the years in multiple capacities in various organisations globally and most recently, his role as Vice President at KJS

Group, India for more than a decade now. In addition to that, he is also a member of the governing body at Fly Ash Association of India and he is the Director on Board at the Pavers and Blocks Manufacturers Association (PBMA) of India.

At KJS Concrete, he devised, evaluated, and established a thorough improvement in processes to ensure that waste was minimised as the cost was reduced without having to compromise on maximizing quality and yield and margins in the steel and iron ore business. Being a skilled negotiator, he has brought down the cost of planning and production for any project and that too, without compromising on quality. Pillai further emphasised his perceptive expertise with German plants that included areas



Under his leadership, KJS Concrete Pvt Ltd won the India 5000 Best MSME Awards for 2020 and emerged as the top brand in India for the category of quality excellence.

of concrete blocks, pavers, solid/ hollow blocks, fly ash products and wet-press machines, among others as well as block factory management while also taking the manufacturing business of these products from concept to operationalization and running of the business.

Today, as Vice President at KJS Group, India he has heralded an innovative approach and has become a force to be reckoned with among some of the firm's major clients which include leading companies such as TATA, DLF, GODREJ, ESSAR, EMAAR-MGF, BPTP, RASHMI GROUP, ADHUNIK, L&T, IREO,

SUPERTECH, PRATEEK GROUP, WAVE, BESTECH, MCG, DMRC, PWD, and CPWD to name a few.

With his commanding leadership, he aims to take the company to new heights with his vision of implementing the systems and keeping up with the pace and need of market in terms of technology and innovation to grow together as an industry rather than as an individual business.



QUALITY CENTRIC VISION

Vineed Raj Pillai has also successfully implemented the ISI standard, ISO: QMS, EMS AND OHSAS, making KJS Concrete the only concrete product manufacturing unit of India to receive a triple ISO certification from TUV Germany. In addition to that, he has initiated methods for the implementation of the ERP system to improve the efficiency. He is also detail-oriented and oversees every single aspect of the business. He is an excellent team builder and keeps the team motivated in the toughest of times and guides them in the right direction.



His future centric and practical approach has led him to establish a successful empire within a short span

Personifying the lines, “With great power, comes great responsibility”, Rajeshwar Bhatt, has been paving the way and has become a well-known name in the IT and Automation industry in India. He has deviated away from doing things in a conventional manner in order to uplift his business, and Bhatt has been instrumental in providing solutions to a host of acclaimed companies. Under his leadership, Kemar Automation has only been on an upward trajectory since its inception. He has been involved in the port and automation industry for over 20 years now and has smartly overcome all the hurdles that have come his way. The firm has successfully evolved due to his relentless perseverance and expertise.



● **Rajeshwar Bhatt**, Kemar Automation

Ever since his younger days, he has been driven to achieve big in life. Hailing from a middle-class background, Bhatt moved to Mumbai from Uttarakhand at the age of eight. Due to financial constraints during his foundational years, he took up odd jobs such as selling newspapers, selling utensils during Diwali, holding coaching classes at home to make ends meet. Owing to this

PRACTICE MAKES PERFECT

Though academics are vital to attaining success, practical knowledge is what takes one ahead in life. Echoing this very thought, Rajeshwar Bhatt believes that success is not something that comes solely from academics, but it is practical knowledge that plays a crucial role in fostering the growth of an individual. Coming from a non-technical background and with a determination to do things aside from the ordinary, the businessman developed a keen interest in Telecommunication Solutions and Information Technology after working in companies such as Adino and Spanco.

exposure to the real world, he learned the art of business and gathered the basic knowledge of managing money. Later, he gained a Bachelor’s Degree in Commerce. However, having a visionary perspective, instead of going down the standard route of pursuing an MBA, he decided to chase his dreams and accumulate the relevant expertise in the field of his choice.

In the year 2002, Bhatt decided to start his venture after conducting thorough research of the top firms in the industry. And soon after, he commenced his journey in the same and transitioned into providing IT infrastructure for ports as during the time; the docks were located in rural locales and were not the primary focus of big IT firms.

Through his innovative work, he earned prominence among his clients which in turn encouraged Bhatt to expand his business in the IT and automation sector. After being associated with this firm for nearly 16 years, he resolved to pursue a

brand new venture under the name of Kemar Port Automation, an Industrial Automation Solution company.

The company, under the guidance of Bhatt, recorded phenomenal growth and went on to achieve significant milestones in India and countries abroad. This growth was achieved within the first three years since its inception itself. Kemar Automation’s avant-garde approach and cost-effective solutions are certainly what sets them apart and brings forth more projects lining up to be on board with the firm. The company has assisted their customers to automate various business processes from manufacturing to transportation as well as commercials and residences. Over the years, Kemar Automation has secured projects that can be described as the first of their kind, both overseas and across India.

However, the leading firm, during its early days, had its fair share of struggles as well, being as it was a small first-generation

company with minimum employees and less revenue. However, powered with an aim to thrive, Kemar Automation expanded in Mumbai and all across India in major states. Particularly, due to its focus on basic principles, they effectively segmented their market and focused on their target audience, and mainly, they offered the best price to the consumers.

Bhatt has been spearheading the company with efficiency and excellence that is reflective in his work, dedicated employees, systematic planning and management. With this, he has effectively amassed the confidence of various major ports and companies of India along with that of several multinational companies including Adani Group, Hindalco, JSW group, JM Baxi, and overseas companies like DP World and Olam group, that are Kemar Automation's leading clients.



Having accomplished such striking feats, Kemar Automation plans to become a trailblazer into the future and boost the business with two flagship solutions, namely Truck Turn Around Time (TAT) and Boxatyard solutioning with the incorporation of AI, IoT, RFID and DGPS based technology. "We see great upside potential of these solutions both in the Indian as well as international markets. These solutions can eliminate the logistic operational delays through enhanced traceability and efficiency," says Bhatt.

Kemar Automation aims to magnify its market shares and expand further. Bhatt has undeniably showcased that the only thing that holds oneself back is themselves and that, one can do anything that they

set their mind to, as he believes, in the famous words by Dr. APJ Abdul Kalam, that "Dream is not the thing you see in sleep but is that thing that doesn't let you sleep." And it is this mindset of Bhatt that has revolutionised and enabled Kemar Automation to overcome insuperable odds and make a mark as a sought-after brand in the IT and automation industry.

"We are delighted to partner with an innovative, agile and customer-centric solutions provider like Kemar Automation led by Rajeshwar Bhatt. We look forward to continue working with them in the days ahead," said Subramaniam Thirupathi, Country Lead for India and Sub-Continent, Zebra Technologies Asia Pacific.



A TEAM EFFORT

In line with the popular saying that "Behind every successful man is a woman", the Managing Director and CEO of Kemar Port Automation Pvt Ltd, Rajeshwar Bhatt accredits his wife Vimla Bhatt, who runs the firm alongside him, for his success. Together, the duo has set a benchmark as they brought forth laurels and much prosperity to the organisation in just a short amount of time.

Arun Prakash: Game Changer Emerges Triumphant Transformer



The Founder and CEO of Genetix Biotech Asia Pvt Ltd has astutely tapped the Life-Science industry's potential and taken his formidable brand, exemplifying the 'Make in India' initiative, to enviable heights

The Life-Science industry is an extremely challenging one. Only the most able and capable companies manage to meet its demanding criteria and they are the few that stand tall, towering above the rest. Genetix Biotech Asia Pvt Ltd, is one such brand. Recognised as a path-breaking organization and inspirational role model, it has made a remarkable impact over the past three decades and established itself as being a noteworthy achiever for other aspirants to emulate.



Arun Prakash
CEO, Genetix Biotech

IDENTIFIED THE OPPORTUNITY

The ongoing global pandemic threw up challenges for most but only a few could identify opportunity in adversity and also provide much-needed solutions during that critical phase. With offerings like COVISure, the Covid-19 detection Real Time PCR Kit, Genetix Biotech, under the smart stewardship of Arun Prakash, has again proven its capabilities and exemplified being a torch bearer of the Prime Minister's 'Make in India' initiative.

On being asked how they managed this feat despite the extremely difficult circumstances prevailing in those days and if there are any forthcoming developments already in the pipeline, he shares, "We had the knowledge to develop the IVD kits for molecular testing of infectious diseases. With one month of R&D, we could develop high quality RTPCR and high throughput RNA extraction kits with ICMR approval and then scale them into large scale production. Today Genetix is one of the largest manufacturers and suppliers of Covid diagnostics to various state governments across the nation. We are in process of developing a unique POCT PCR technology for testing of MTB, Covid-19 and other pathogens for humans and food & beverages testing."

Scripting the brand's success saga and helping it right since inception in 1991 has been the company's Founder and CEO Arun Prakash, who thirty years ago, astutely identified a market in the niche, rather a gap in the Life-Science research space. Eschewing a career with Burroughs Wellcome Pharmaceuticals for entrepreneurship, the firm he started was initially called Chem-Tech and later renamed Genetix Biotech in 2009.

Conceptualised as a specialist provider, catering to the specific Life-Science needs of the scientific and research community, Genetix Biotech also provides services to companies manufacturing therapeutics such as Serum Institute of India, Dr. Reddy's Laboratories, Biocon, Lupin as well as to diagnostic brands for communicable diseases or genetic disorders at the molecular level.

It is a gateway to high-quality products as well as services, with a well-established network that covers the entire nation. The company's expertise is evident from their knowledge pool comprising a dozen accomplished holders of a Ph.D.

As part of its endeavour towards facilitating exigent requirements and ensuring smooth access, Genetix has around 20,000 stock-keeping units or SKUs in its own warehouse,



which has the locational advantage of being in New Delhi, the nation's capital, thereby having time-efficient linkages to each and every corner of India.

Genetix is not only the India representative for products by American and European companies, but also imports input ingredients for its own manufacturing activities. Reflecting the well-planned infrastructure and investments in technology, the company's six regional offices are connected via SAP and it has dedicated sales representatives in all the major Indian cities as well.

Genetix Biotech has its dedicated production center in New Delhi for making Genetix Brand of Instruments, Reagents, and Kits. The same facility is attached with a quality control (QC) and training laboratory which is used to train end-users and solving application challenges.

The success story of Genetix Biotech is made all the more impressive by the fact that Arun Prakash has scaled these enviable heights against all odds. When he took the risk of starting out on his own, it was without any of the usual support systems like a family business or financial backing whatsoever. The regulatory environment was also much stricter then, so setting up a business at that stage was a huge gamble.

However, converting those minuses into pluses, Arun Prakash emerged triumphant on the strengths of having unique, cutting edge technology and the best product mix possible.

Staying miles ahead of the competition was again no mean accomplishment but he managed it with a strong focus on quality and by ensuring logistical support to the clients of Genetix Biotech. The company also benefitted from the circumstances

because it had Arun Prakash's undivided attention and complete focus.

Diversifying to grow, Genetix Biotech again drew attention in 2011 for its foray into the Core-Healthcare segment with medical devices under the aegis of a new brand, '365 Medical' for distribution of products for Advance Wound Management and Dermatology. Unveiling a range of innovative products that have been transforming the concept, the company has since then been highly praised for minimising the distress that patients undergo by speeding up the recovery process to a considerable extent.

The pioneer has been associated with a number of 'firsts' in the Life-Science industry worldwide. From its fresh and modern business model that revolutionised the biotech industry and the decision to invest in warehousing to marketing innovations such as the first catalogue that was published in 1996 or road shows and seminars as well as having a 'Wet Lab', where customers can be educated, assisted and guided, Arun Prakash has been making waves all through the past three decades.



CONTRIBUTING TO INDUSTRY DEVELOPMENT

While Arun Prakash's entrepreneurial venture has no doubt been an unqualified success, the victory march of Genetix Biotech has had much wider ramifications for the Life-Science industry as well. For instance, it has been an incubation center of sorts for manpower with an estimated third of the industry having started out their careers in this particular field with his company during the past thirty years. Many of the leading MNCs - be it BioRAD, Spectrum, Stratagene, Quigen, Thermo or one of the other leading brands - would not have been able to penetrate and develop themselves in the Indian market without Genetix Biotech's time-tested and proven business model to replicate.

When asked to share the magic mantra for the company's impressive growth and fast-paced progress, he emphasises that "Firstly, having a definite vision and clarity of goals is important. Hard work, dedication and a focussed approach are integral to success. Integrity, honesty and leveraging long-term credibility, in addition to having an efficient customer service that is aimed at client satisfaction, are also needed to ensure that the firm is in a steady Win-Win situation. For us, every issue was a learning one. Every success was the result of a failure."



Udayraj Mishra

Riding The Wave of Success As Aqua Product Manufacturer



Amar Polyfils Private Limited, amongst the leading manufacturers of fishing nets, ropes and twines, sold under the name of “Diamond Brand” was established in 1994 at Porbander, Gujarat. After Udayraj Mishra, an industry veteran, took over the reins of the company in 1998 as director alongwith the visionary and dynamic company director, Ram Babulal Panjari, they together have made dynamic the product portfolio in the fishing, health and poultry industries resulting in their strong global presence for over two decades. Excellent quality, customer-centricity and entrepreneurial spirit form the core of Amar ventures.



● Udayraj Mishra, Amar Polyfils Pvt. Ltd.

With 35 years of experience in the field of man-made technical fibre, Udayraj Mishra has taken to Amar Polyfils like a fish takes to water, looking after the all-round management of the company with focus on continuous learning and implementation. Whereas, the young Ram Babulal Panjari, having 27 years of experience in this business, brings with him excellence in entrepreneurship and managerial skills proving to be assets for expansion, diversification and valued customer relations.

Amar Polyfils Pvt. Ltd. has played a significant role in the growth of Amar Group and Hiravati Group. Amar Polyfils was once the sole company under the Amar Group. Today, the group has expanded and now has over 21 organizations under its umbrella. It is an ISO 9001-2015 certified company and has BIS license for the use of Standard Mark ISI. The annual combined production capacity for all plants is over 6,500 tons. Amar Polyfils has three units; Amar Polyfils,

Amar Aquatic and Amar Sterilized Fishmeal that have significant presence in the fishing, health and poultry industries.

The focus of the duo is to relentlessly strive to improve product quality for which Amar has installed modern technology and machinery, imported from South Korea, Thailand and China for manufacturing products of matchless quality. Finished goods pass through stringent quality testing to ensure that they meet the increasingly strict requirements of countries to which Amar exports. This is supported by impeccable after sale services that has made Amar the preferred choice of the customers enhancing the relations, as well as with the employees through fair dealings and robust communication.

The main unit of the company produces a large variety of HDPE Net such as fishing net, agriculture net, sports net, safety net and many types of customized nest as per customer specifications; PP Rope- popularly known as Diamond brand ropes are of high quality and durable. Amar is also one among the few manufacturers in India of HDPE Twine, an international quality soft net. Whereas, Amar Sterilised Fishmeal unit produces protein supplements used in poultry farming and aquaculture.

As for Amar aquatic, its USP is the remarkably effective marine collagen powder used in cosmetics and wellness products such as Orthocop, a wonder formulation for joint pains, Beautcop for rejuvenation of the skin and MCP All-in-one that serves as complete health solution. Acting on the tremendous global demand for marine collagen, Udayraj and Ram are working on doubling production of marine

collagen products and have ambitious expansion plans in the pipeline.

For their excellence across several criteria markers, Amar Polyfil has bagged several Skoch awards in different categories for several years, World Signature Awards 2019, IPSA 2019 - (International Product & Service Awards), and Indian Brands of the Year 2019, all three organised by APS Research & Media, besides Jewel of India 2019 organised by Indian Solidarity Council, New Delhi, are among the many recognitions won by the company.

Historically, Porbander, a coastal town of Gujarat, has been a flourishing commercial hub that attracted traders, who came through the sea route from far off lands.

Amar, has once again prominently put the port town on the world map.

WAVE OF SUCCESS

PP Rope- popularly known as Diamond brand ropes are of high quality and are durable

Amar is also one among the few manufacturers in India of HDPE Twine, an international quality soft net

USP of Amar Aquatic is the remarkably effective marine collagen powder used in cosmetics and wellness products



Expanding Horizons with New Acquisitions

Their ability to design, develop and deliver world-class products made to international standards and certifications has made Nirmal Industrial Controls a leading brand across the entire value chain of gas transmission and distribution industry

When you have technical experience and expertise, combined with an ability to manage the entire product process, right from concept to commissioning as well as a global clientele, the world is most definitely your oyster. Meet Prakash Desai and Vikas Desai, Directors of Nirmal Industrial Controls Pvt. Ltd., who have taken their company, a leader in the manufacturing of systems, equipment and components for various gases, and floored the accelerator while driving it on the fast track to growth.

ORIGINS AND EVOLUTION

Since its inception in 1973, Nirmal has grown by leaps and bounds, positioning itself as a pioneer and leader in the design and manufacturing of Self Actuated Pressure Control Valves, Pressure Safety Valves, Tank Blanketing systems, Fuel Gas Conditioning, Regulating & Metering Systems. Headquartered at Mumbai, Nirmal group has four manufacturing facilities in western India along with an extensive sales and service network; nationwide as well as the Middle East, Africa and Southeast Asia. Nirmal has consistently delivered its expertise in providing optimum solutions for effective utilisation of fuel gases; encompassing vast range of applications from gas-based power generation, feed to fertilizers & petrochemicals, gas transmission and city gas distribution. As part of its CSR activities, Nirmal has undertaken a project called 'Rub the Gold' with an intention to share and provide basic gas engineering knowledge to candidates which otherwise would take years by the way of on the job learning. It has associated with Industrial Training Institute (ITI) Shahapur and participated in tree plantation drives contributed to construction of Secondary School & modular toilets in Asangaon.



● Founder Chairman D.V. Desai flanked by Vikas Desai & Prakash Desai

Nirmal made headlines recently when it jointly, along with its partner Cavagna Group, acquired the Italy-based REPCo Group, a dedicated Process Design House whose services cover the design, supply, commissioning, start-up at site and after sale assistance of oil & gas packaged systems together with the associated equipment for the international marketplace. While strengthening its process design and supply capability, it is envisaged that a clear synergy between all parties involved will allow integration at all levels of the supply chain with a growth in strategic development and geographical reach.

The joint venture has been initiated to better serve the company's new and existing valued customers. Nirmal brings their prior expertise in process design, precision manufacturing and their strategically based hub required for the eastern markets whereas the Cavagna Group offers their strong international presence, commercial

profile, product offering and technology with their European headquarters in Italy.

Prakash Desai affirmed that "We are happy to announce our joint efforts with Cavagna Group to combine our expertise, increase our longstanding synergy with the REPCo acquisition, to offer increased proposition with new level of know-how for efficient oil & gas processing solutions." Nirmal, Cavagna and REPCo now look forward to combining their strengths and resources to better serve the world's energy markets, complementing the existing offers and growth.

The recent joint acquisition was the latest feather in the cap of the company that has been acknowledged as a top brand and made its mark worldwide. Sharing their formula for taking Nirmal to dizzying heights of success, Prakash Desai, emphasises, "Our core competence is fundamental knowledge of technical subjects. We have the ability to design, develop and deliver



● India's Most Admired Brand 2018 Received by Vikas Desai

world-class products made to international standards and certifications as well as the capacity to consistently provide fast deliveries for these made-to-order items cost-effectively.”

Explaining the aspects that set the company apart, he underlines that “We are not only selling products but solutions. Our product range covers the entire value chain of gas transmission and distribution industry. In the Middle East, our products are approved and pre-qualified in all the Oil & Gas industry majors such as AD-NOC group, PDO, KOC, KNPC and others. Our products for critical applications and exotic materials have been regularly sold there. Our products are also approved with Petronas and Gas Malaysia.”

Elaborating on the facilities that ensure top notch products, Vikas Desai, shares that “We have about 150,000 sq. ft. of covered area built on 7 acres of land. Nirmal has all the state-of-the art CNC turning, vertical machining, horizontal machining centres, computerized flow lab & test facilities, which are required to have accuracy and consistency in the products that we manufacture. We have dedicated facilities for various weld capability or welding of various types of materials like carbon steel, low temperature carbon steel, various grades of stainless steel, exotic materials like Inconel, Titanium. We have more than 100 procedures, which are qualified as per the international standards, for complying with the various specifications of the projects, which are required the world over.”

He also points out that “Safety has been a key focus area for us. Our safety management system is certified to occupation health and safety standard ISO: 45001. We identify hazards, analyse risks, and take appropriate counter measures in all the aspects of the work that we do and the products that we manufacture. Quality management system has been qualified to ISO: 9001 since 1999. Over a period of time, this system has evolved and is robust enough to take any challenges or surprises that come during the execution of the orders.”

Together, the Directors declare that “From the extremely high quality demanding petrochemical industry to the volatile pharmaceutical industry; from ever evolving steel industry to the very niche nuclear power industry, we at Nirmal, have successfully established ourselves as the “Expertise that delivers”. We are fully equipped to cater to

KEY CERTIFICATIONS

- 2019** - Received ISO 45001:2018 Certification.
- 2018** - Received TRCU Certification for supply to Russia, Kazakstan & Belarus.
- 2017** - Received ASME/UV/ NB Certification for Nirmal's Safety Relief Valve.
- 2017** - Received ISO 14001:2015 Certification.
- 2016** - Received ATEX Certification for TTS Series Flame Arrestor with Pressure & Vacuum Relief Valve.
- 2016** - Received IBR Approval for Safety Relief Valve.
- 2014** - Received BS OHSAS 18001 Certification.
- 2011** - Received 'U' & 'R' Stamp Certification.
- 2009** - PED Compliance (CE Marking for regulators & Slam Shut Valves) of 600# class.
- 2006** - PED Compliance (CE Marking for Regulators & Slam Shut Valves) of 300# class & type test certificate as per EN-334 for Pressure Relief Valve & EN-14382 for Slam Shut Valves.
- 1999** - Received ISO-9000 Certification.

the ever changing needs of our discerning customers. Be it investing in R&D or adhering to world-class quality standards, we have always strived to come up with innovative and customized solutions that help our customers scale new horizons.”



● Star Performer Award 2013 - 2014 Received by Prakash Desai - Director